

Selection of Copiers for Technology Procurement

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Procurement of Innovative Technologies is not new

- **It is Common in Domains with:**
 - **ONE BUYER and FEW MANUFACTURERS**
 - **e. g. Defense and Aerospace Industry**
- **Some Examples in Sweden and US**
 - **NATIONAL BUYER GROUPS**
- **BUT never INTERNATIONAL BUYER GROUPS and Mass Produced Items for the GLOBAL MARKET**

Potential Technology Areas

- **HVAC Equipment (System Approach Needed)**
- **Vehicles (Other Appropriate Init.)**
- **Motors (Conditional YES)**
- **Lighting YES: Incandesc. Lamp**
- **Household Appliances YES: Clothes Dryer**
- **Office Equipment YES: Copier**
- **Com'l Refrig. Equip. YES: Vending Machine**
- **Commerc. Heat. Equip. (?)**
- **Home Electronics YES: TV**

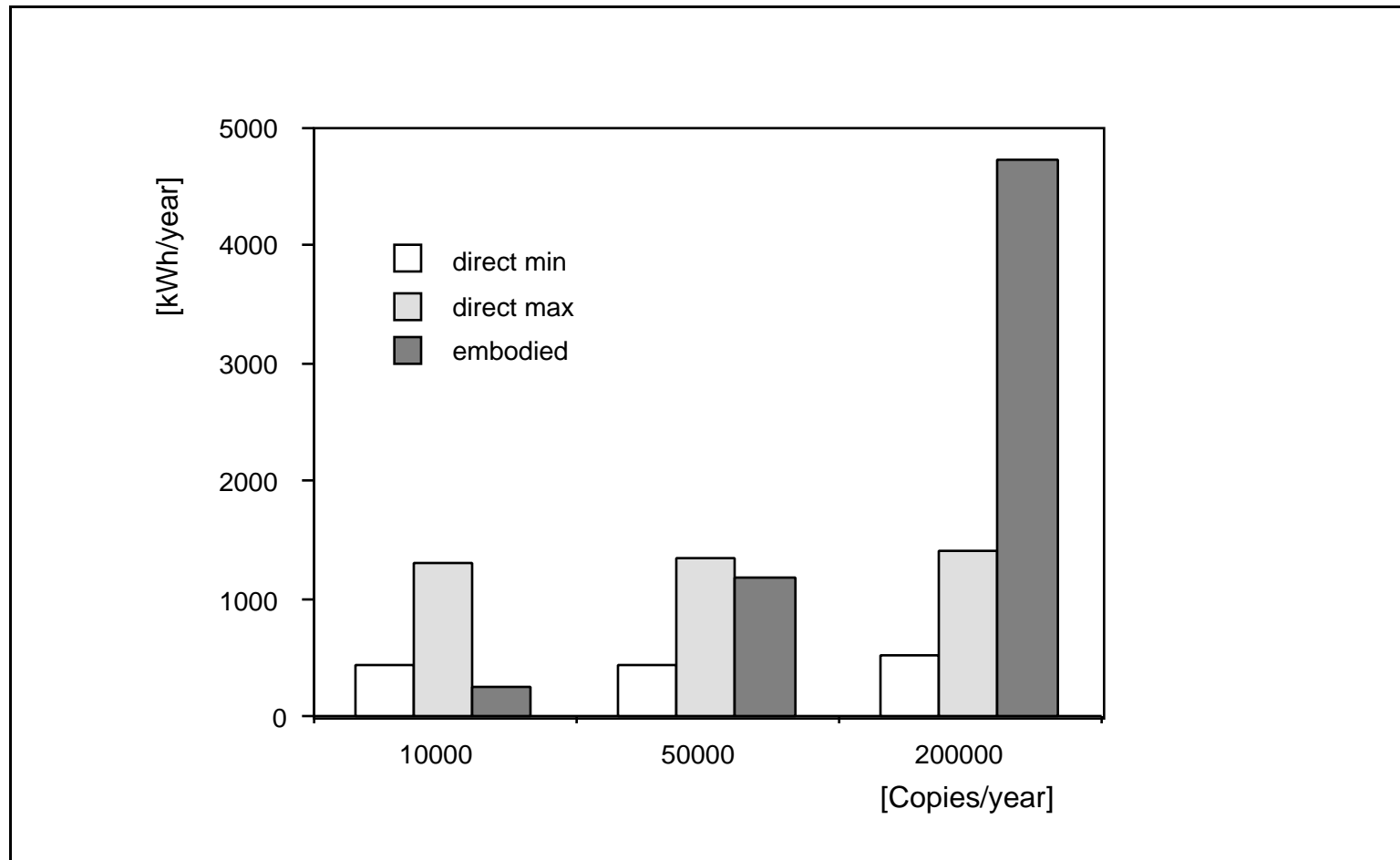
Office Equipment

- **10-25% of Electricity Use in Office Buildings (+ Increased Cooling Load)**
- **Fast Increase (PC alone: 1000 MW/year in EU)**
- **70% in Standby Mode**
- **Energy Star and other Initiatives**
- **Technical Dev't and/or Cost Reduction Needed**
 - **Reduce Recovery Time to Increase User Acceptance**
 - **Go Beyond Energy Star Targets (Passive Cooling in Temp. Zones)**
 - **Monitors: LCD, other technologies**
 - **PC: Laptop technol., flash memory, standardized protocols**
 - **Copier: no, even expensive solution on the market > 25 cpm**

Copier I

- **10-30% of Electricity Use by Office Equipment**
- **75% in Idle/SB/Off Mode**
- **\$ 20-200 Annual Electricity Cost per Copier**
- **Energy Embodied in Paper! Paper Use Increasing**
- **Large Investments in New Products (Digital, Multifunction, Color)**
- **Demand Pull Needed to Get Innovation in Energy and Paper Savings**

Direct and (in paper) embodied energy consumption of a 40 cpm copier



Most Important Factors in Environmental Pollution in Swiss Banking Sector

- **1/3 Electricity Consumption**
- **1/3 Transport, Commuting**
- **1/6 Paper Consumption**
- **1/6 Fossil Fuel Used for Heating**

Copier II

- **Companies Interested in Energy AND Paper Savings (Important Factors in Environmental Pollution!)**
- **Centralized Purchasing by Technical Unit**
- **Fusing Technology = Cross Cutting Technology -> Value Added to All NEW Products (Digital, Multifunction, Color)**
- **Dialogue with Manufacturers Possible**